

Due diligence provider to Mobeus on its investment in GSS



Deal overview:

Wilson Partners Corporate Finance was delighted to provide Transaction Support to Mobeus Equity Partners on its £14m investment in Geotech Soil Stabilisation.

The Investment supports a high growth plan to roll out Geotech's patented soil stabilisation system, which delivers compelling cost savings and environmental benefits to infrastructure projects. With Mobeus's support, Geotech aims to materially increase its share of the c. £1bn soil stabilisation market in the UK.

As part of the transaction, Mobeus introduced Tim Read and Rex Orton, who have joined the board as Chairman and Finance Director respectively. Read was previously CEO of Mobeus portfolio company TJ Brent and subsequently Commercial Director of May Gurney plc, and brings with him considerable experience in the contracting industry. Orton is the former Finance Director of Latchways Plc, a world-leading manufacturer of fall protection equipment.

Chris Price, who led the deal for Mobeus, said "Geotech has a major opportunity to continue its rapid growth and disrupt the stabilisation market with its proprietary product. No major infrastructure project can afford to ignore the compelling environmental and cost savings Geobind delivers."

About the parties:

Geotech is a fast growing, pioneering specialist in ground stabilisation services for construction and infrastructure projects. Its unique and patent-protected "Geobind" system strengthens ground for temporary and permanent works in a fraction of the time of traditional methods.

As a result, Geobind delivers significant environmental, cost and programme benefits to main contractors which are rapidly adopting it as a preferred solution for the construction of access roads, highways, car parks and commercial buildings.

Geotech was established in 2014 by serial entrepreneur Bill Hinge and has been run by Hinge alongside fellow directors Robin Apperley and Dominick Holland.

Mobeus Equity Partners is a leading provider of finance to SMEs. They invest up to £15 million into UK based companies across all sectors and provide attractive and flexible funding packages that include equity and loan finance. They are experienced investors who have a strong reputation for delivering on promises.

Chris Price, Partner at Mobeus:

"Wilson are a coming force in the Thames Valley, providing high quality service into the lower mid-market. We need access to talented senior resource on an entrepreneurial basis and Wilson are able to deliver, providing high quality insight at fee levels that work"

Dan James, Director of Wilson Partners added:

"This was a great deal to be part of; one of those opportunities that does not come around often. Fantastic team effort from all parties involved and a very desirable outcome"